

FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)

Sl.No.	Business Acquisition through different channels (Group)												
	Channels	For the quarter ended 31.03.2020			For the Year ended 31.03.2020			For the quarter ended 31.03.2019			For the Year ended 31.03.2019		
		No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (Rs crore)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (Rs crore)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (Rs crore)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (Rs crore)
1	Individual agents	-	-	-	-	-	-	-	-	-	-	-	-
2	Corporate Agents-Banks	-	-	-	-	1	0.00	-	3	0.00	-	5.00	0.02
3	Corporate Agents -Others	-	129439	22.16	-	514253	96.59	-	128286	33.52	1	537489	137.60
4	Brokers	-	43222	0.38	-	251775	2.69	2	211578	2.43	2	593130	5.50
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	3	934932	36.06	18	2942634	115.07	9	698509	48.80	37	3210605	162.52
	Total(A)	3	1107593	58.60	18	3708663	214.35	11	1038376	84.74	40	4341229	305.63
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	3	1107593	58.60	18	3708663	214.35	11	1038376	84.74	40	4341229	305.63

Note:

1. Premium means amount of premium received from business acquired by the source
2. No. of Policies stand for no. of policies sold